

## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	39	53	-26.4%	221	256	-13.7%
New Listing Volume	\$15,990,700	\$26,570,877	-39.8%	\$86,635,993	\$100,545,466	-13.8%
Active Listing Count	61	97	-37.1%	N/A	N/A	
Active Listing Volume	\$34,286,890	\$46,869,867	-26.8%	N/A	N/A	
Average Listing Price	\$562,080	\$483,195	+16.3%	\$539,103	\$440,981	+22.3%
Median Listing Price	\$398,000	\$375,000	+6.1%	\$399,674	\$360,758	+10.8%
Median Days in RPR	66	56	+17.9%	88.25	92.38	-4.5%
Months of Inventory	2	2.7	-24.5%	2.6	4.4	-40.3%
Absorption Rate	49.18%	37.11%	+12.1%	37.95%	22.65%	+15.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	42	47	-10.6%	237	232	+2.2%
New Pending Sales Volume	\$19,586,920	\$18,281,200	+7.1%	\$89,396,346	\$82,125,798	+8.9%
Pending Sales Count	67	64	+4.7%	N/A	N/A	
Pending Sales Volume	\$29,317,986	\$23,704,200	+23.7%	N/A	N/A	
Closed Sales Count	41	27	+51.9%	177	170	+4.1%
Closed Sales Volume	\$16,072,253	\$9,007,313	+78.4%	\$62,449,446	\$58,241,500	+7.2%
Average Sales Price	\$392,006	\$333,604	+17.5%	\$352,822	\$342,597	+3%
Median Sales Price	\$365,000	\$310,500	+17.6%	\$329,522	\$316,483	+4.1%

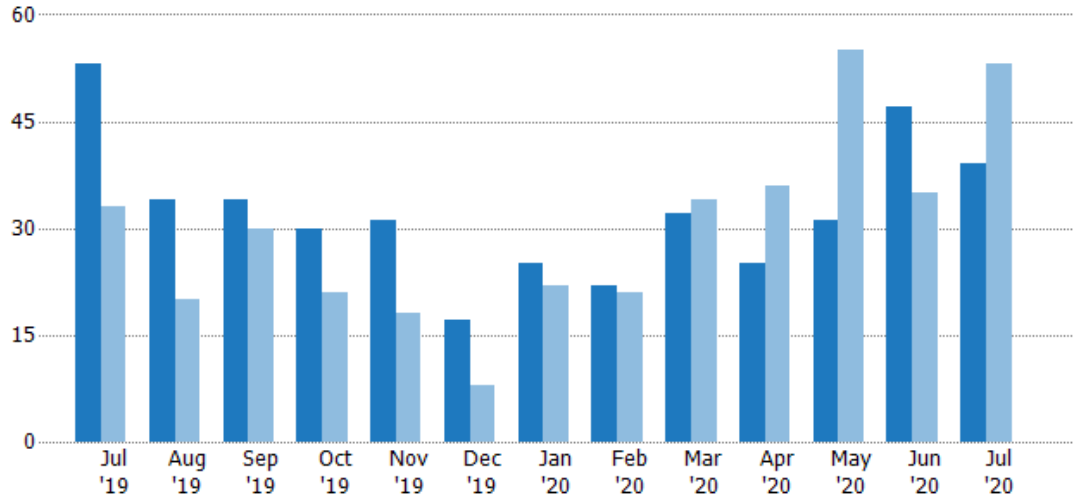
## New Listings

The number of new residential listings that were added each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Count	% Chg.
Jul '20	39	-26.4%
Jul '19	53	60.6%
Jul '18	33	9.1%



Current Year	53	34	34	30	31	17	25	22	32	25	31	47	39
Prior Year	33	20	30	21	18	8	22	21	34	36	55	35	53
Percent Change from Prior Year	61%	70%	13%	43%	72%	113%	14%	5%	-6%	-31%	-44%	34%	-26%

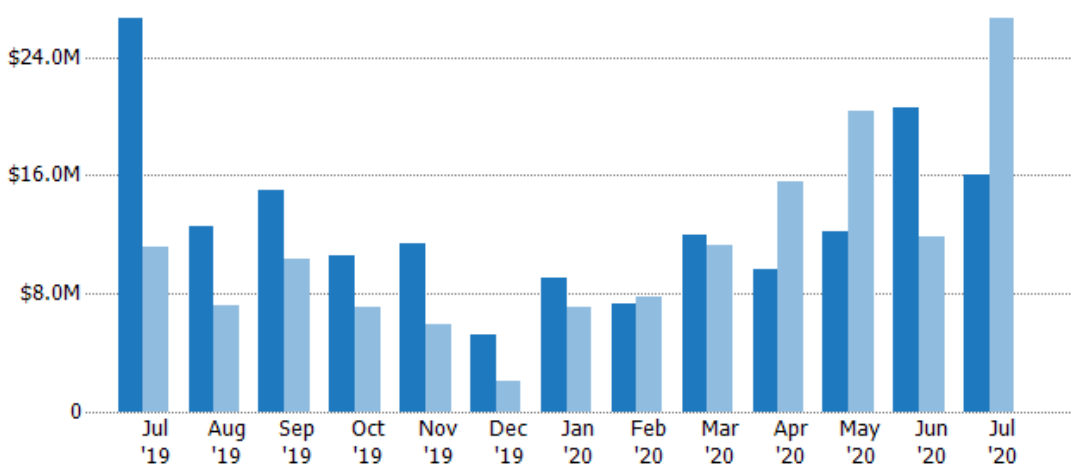
## New Listing Volume

The sum of the listing price of residential listings that were added each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Jul '20	\$16M	-39.8%
Jul '19	\$26.6M	138.8%
Jul '18	\$11.1M	51.2%



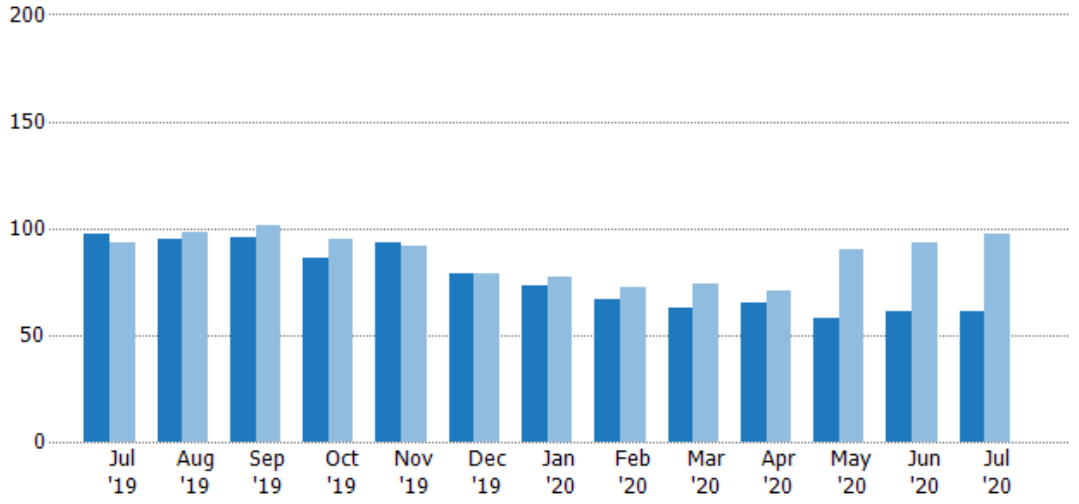
Current Year	\$26.6M	\$12.6M	\$15M	\$10.6M	\$11.4M	\$5.26M	\$9.02M	\$7.3M	\$12M	\$9.66M	\$12.1M	\$20.5M	\$16M
Prior Year	\$11.1M	\$7.24M	\$10.4M	\$7.13M	\$5.89M	\$2.05M	\$7.03M	\$7.83M	\$11.2M	\$15.6M	\$20.4M	\$11.9M	\$26.6M
Percent Change from Prior Year	139%	74%	45%	49%	93%	157%	28%	-7%	6%	-38%	-40%	73%	-40%

## Active Listings

The number of active residential listings at the end of each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



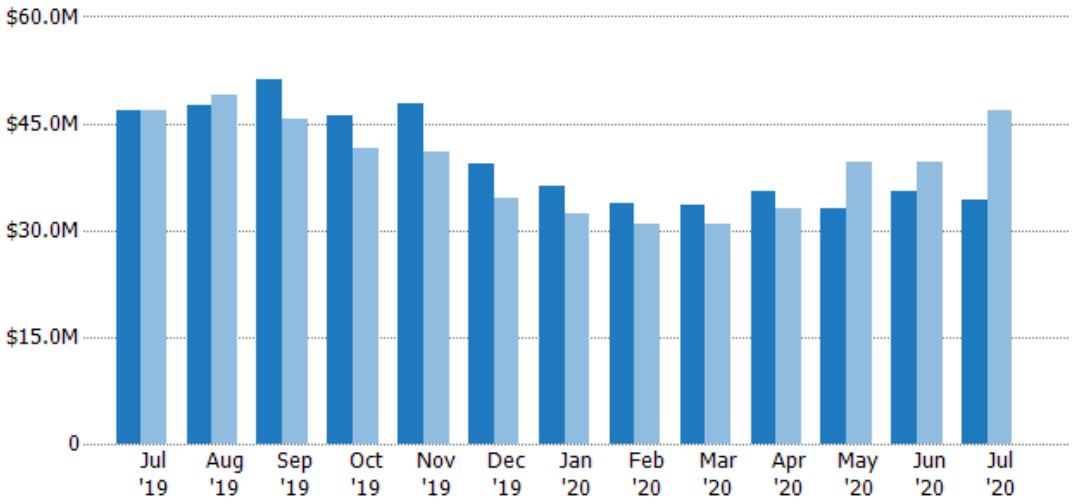
Month/Year	Count	% Chg.
Jul '20	61	-37.1%
Jul '19	97	4.3%
Jul '18	93	-2.2%

## Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Month/Year	Volume	% Chg.
Jul '20	\$34.3M	-26.8%
Jul '19	\$46.9M	0.3%
Jul '18	\$46.7M	-10.6%

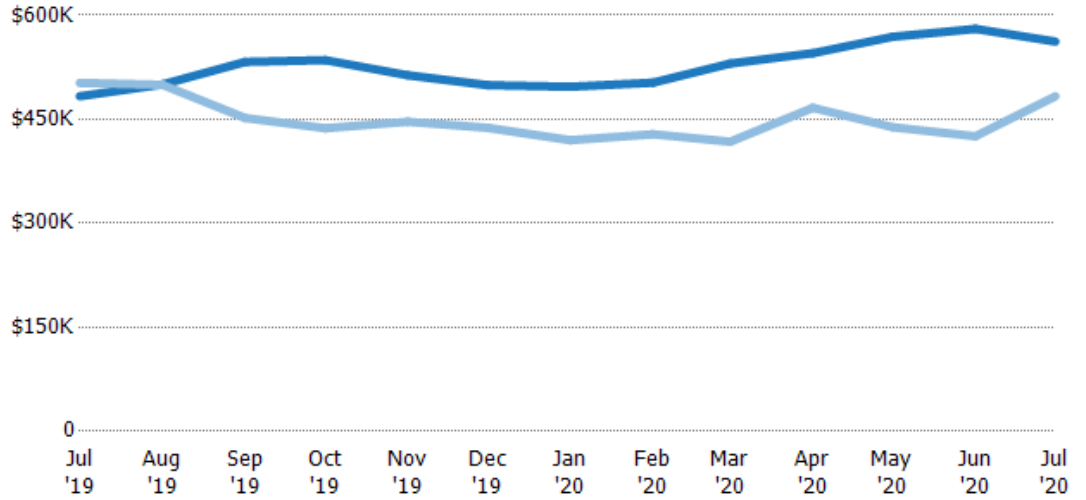
## Average Listing Price

The average listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Price	% Chg.
Jul '20	\$562K	16.3%
Jul '19	\$483K	-3.8%
Jul '18	\$502K	-8.7%



Current Year	\$483K	\$500K	\$533K	\$535K	\$514K	\$499K	\$497K	\$503K	\$530K	\$545K	\$569K	\$580K	\$562K
Prior Year	\$502K	\$500K	\$452K	\$437K	\$446K	\$438K	\$420K	\$428K	\$418K	\$467K	\$439K	\$425K	\$483K
Percent Change from Prior Year	-4%	0%	18%	22%	15%	14%	18%	17%	27%	17%	30%	36%	16%

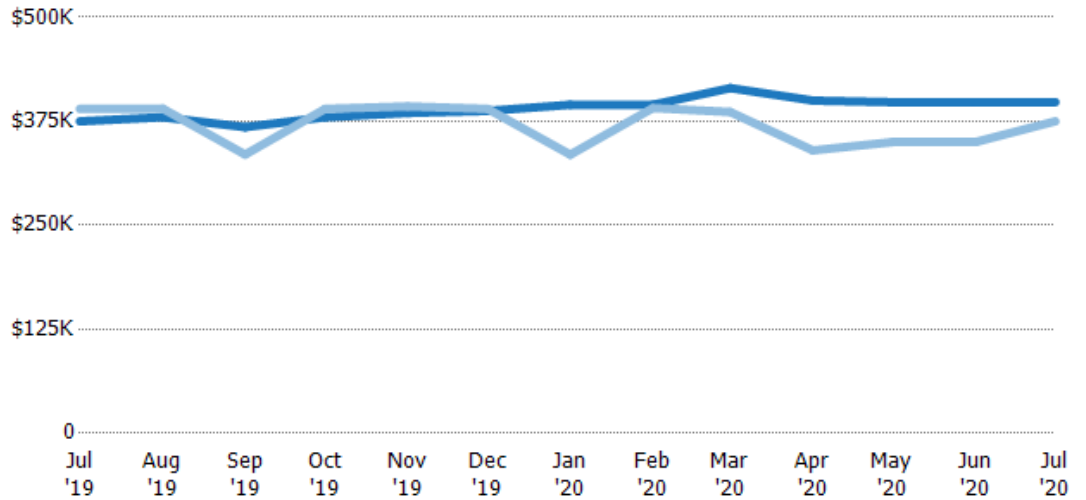
## Median Listing Price

The median listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Price	% Chg.
Jul '20	\$398K	6.1%
Jul '19	\$375K	-3.8%
Jul '18	\$390K	-18.1%



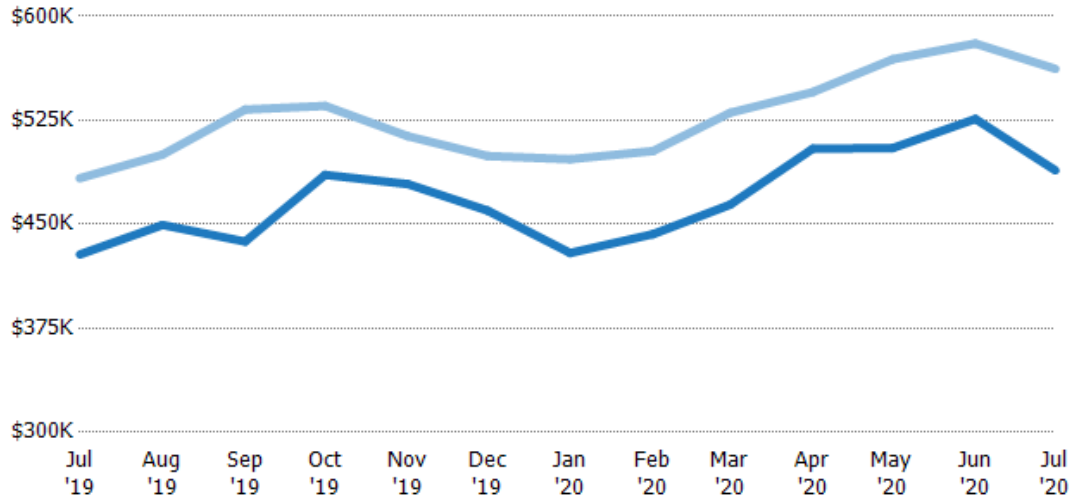
Current Year	\$375K	\$380K	\$368K	\$380K	\$385K	\$388K	\$395K	\$395K	\$415K	\$400K	\$398K	\$398K	\$398K
Prior Year	\$390K	\$390K	\$335K	\$390K	\$393K	\$390K	\$335K	\$391K	\$386K	\$340K	\$350K	\$350K	\$375K
Percent Change from Prior Year	-4%	-3%	10%	-3%	-2%	-1%	18%	1%	7%	18%	14%	14%	6%

## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
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Family Residence



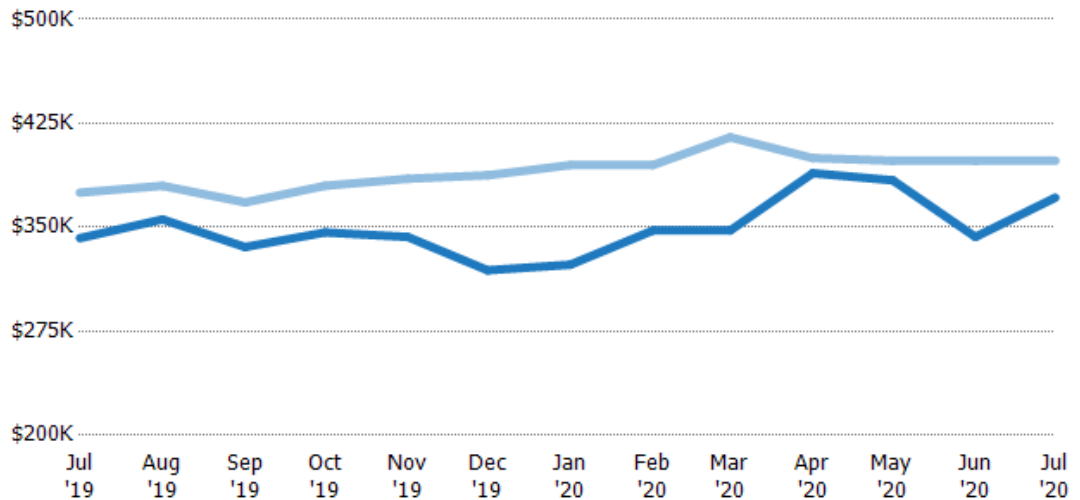
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$428K	\$450K	\$438K	\$486K	\$479K	\$460K	\$429K	\$443K	\$464K	\$504K	\$505K	\$526K	\$489K
Avg Listing Price	\$483K	\$500K	\$533K	\$535K	\$514K	\$499K	\$497K	\$503K	\$530K	\$545K	\$569K	\$580K	\$562K
Avg Listing Price as a % of Avg Est Value	113%	111%	122%	110%	107%	109%	116%	114%	114%	108%	113%	110%	115%

## Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

### Filters Used

ZIP: Burlington, VT 05408,  
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Family Residence



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$342K	\$356K	\$336K	\$346K	\$343K	\$319K	\$323K	\$348K	\$348K	\$389K	\$384K	\$343K	\$371K
Median Listing Price	\$375K	\$380K	\$368K	\$380K	\$385K	\$388K	\$395K	\$395K	\$415K	\$400K	\$398K	\$398K	\$398K
Med Listing Price as a % of Med Est Value	110%	107%	110%	110%	112%	121%	122%	114%	119%	103%	104%	116%	107%

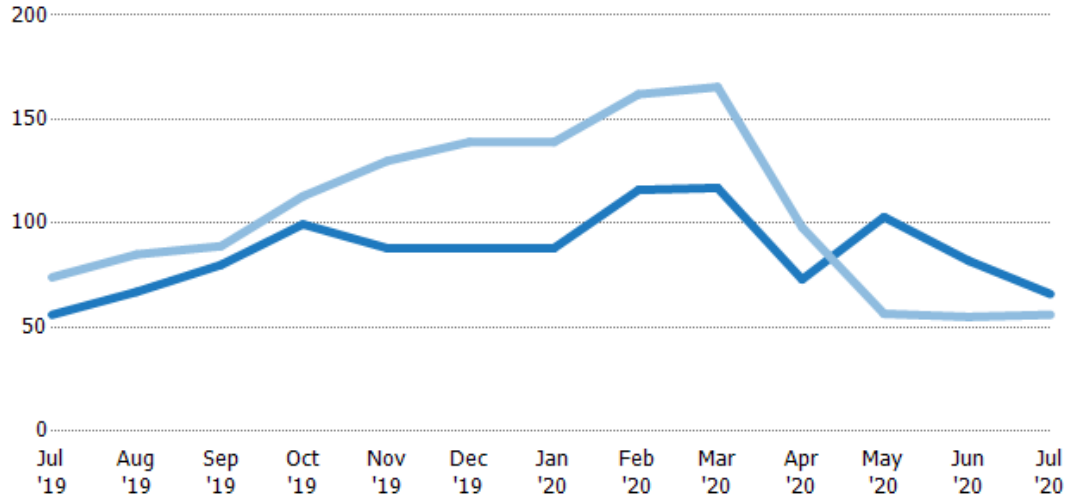
## Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

### Filters Used

ZIP: Burlington, VT 05408,  
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VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Days	% Chg.
Jul '20	66	17.9%
Jul '19	56	-24.3%
Jul '18	74	-5.4%



Current Year	56	67	80	100	88	88	88	116	117	73	103	82	66
Prior Year	74	85	89	113	130	139	139	162	166	98	56.5	55	56
Percent Change from Prior Year	-24%	-21%	-10%	-12%	-32%	-37%	-37%	-28%	-29%	-26%	82%	49%	18%

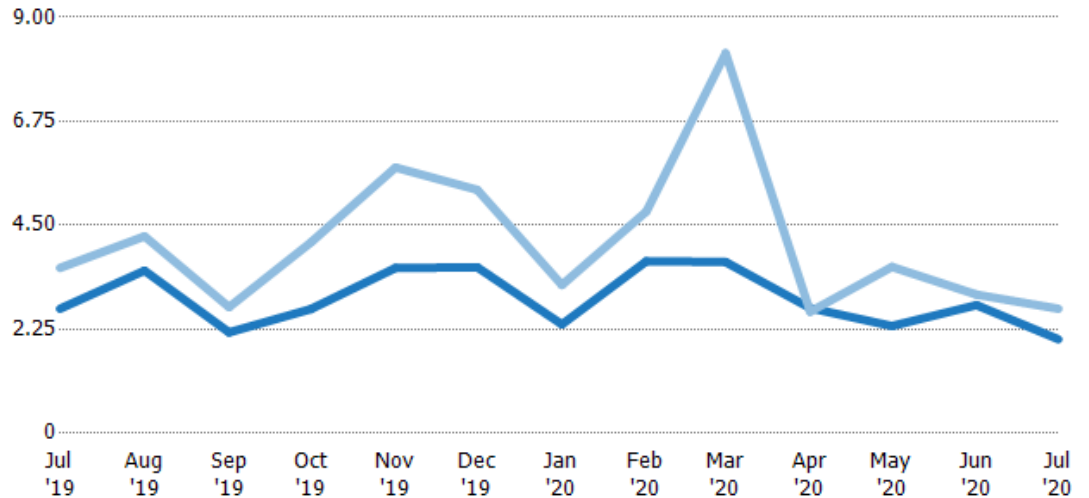
## Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

### Filters Used

ZIP: Burlington, VT 05408,  
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VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Months	% Chg.
Jul '20	2.03	-24.5%
Jul '19	2.69	-24.7%
Jul '18	3.58	-34.8%



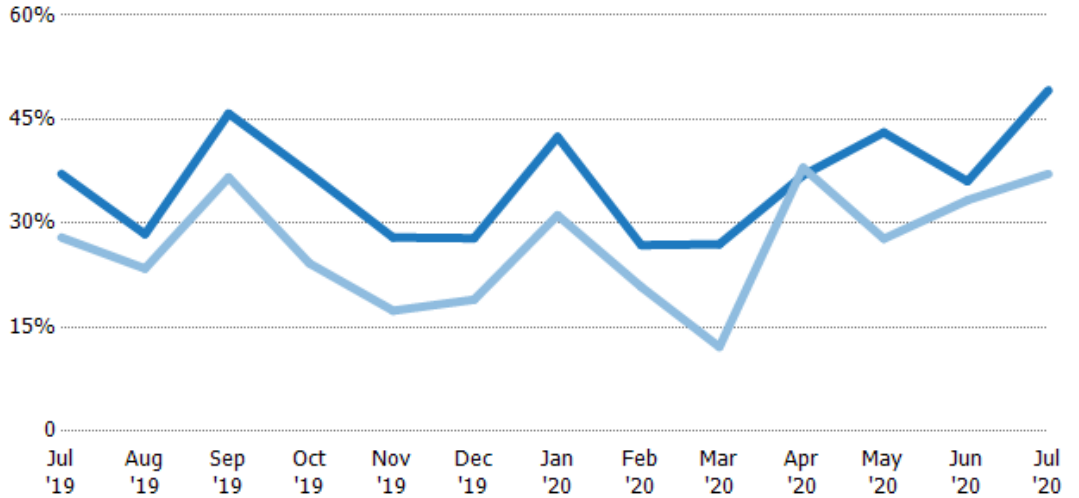
Current Year	2.69	3.52	2.18	2.69	3.58	3.59	2.35	3.72	3.71	2.71	2.32	2.77	2.03
Prior Year	3.58	4.26	2.73	4.13	5.75	5.27	3.21	4.8	8.22	2.63	3.6	3	2.69
Percent Change from Prior Year	-25%	-17%	-20%	-35%	-38%	-32%	-27%	-22%	-55%	3%	-36%	-8%	-25%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Burlington, VT 05408,  
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VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Month/Year	Rate	Chg.
Jul '20	49%	-12.1%
Jul '19	37%	-9.2%
Jul '18	28%	53.3%

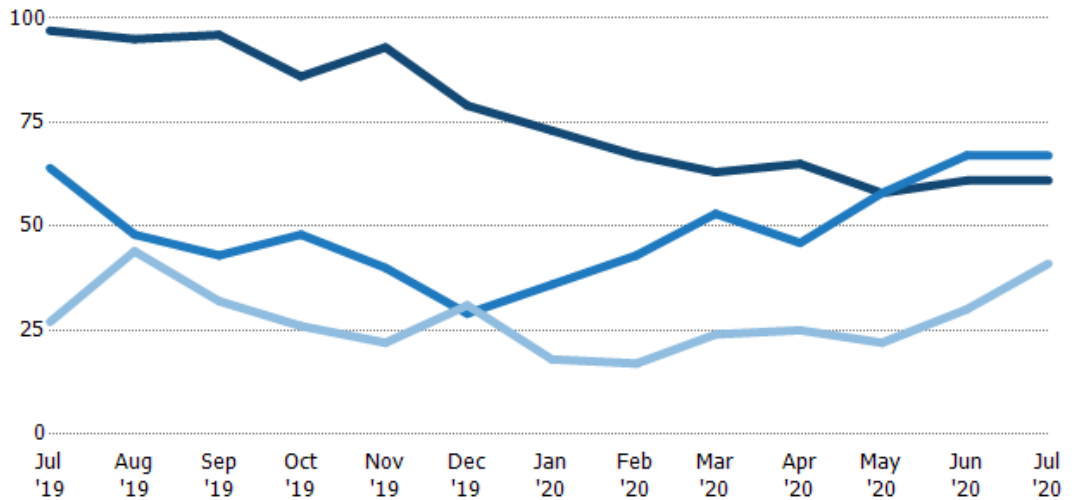
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	37%	28%	46%	37%	28%	28%	42%	27%	27%	37%	43%	36%	49%
Prior Year	28%	23%	37%	24%	17%	19%	31%	21%	12%	38%	28%	33%	37%
Change from Prior Year	-9%	-5%	-9%	-13%	-11%	-9%	-11%	-6%	-15%	1%	-15%	-3%	-12%

## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Active	97	95	96	86	93	79	73	67	63	65	58	61	61
Pending	64	48	43	48	40	29	36	43	53	46	58	67	67
Sold	27	44	32	26	22	31	18	17	24	25	22	30	41

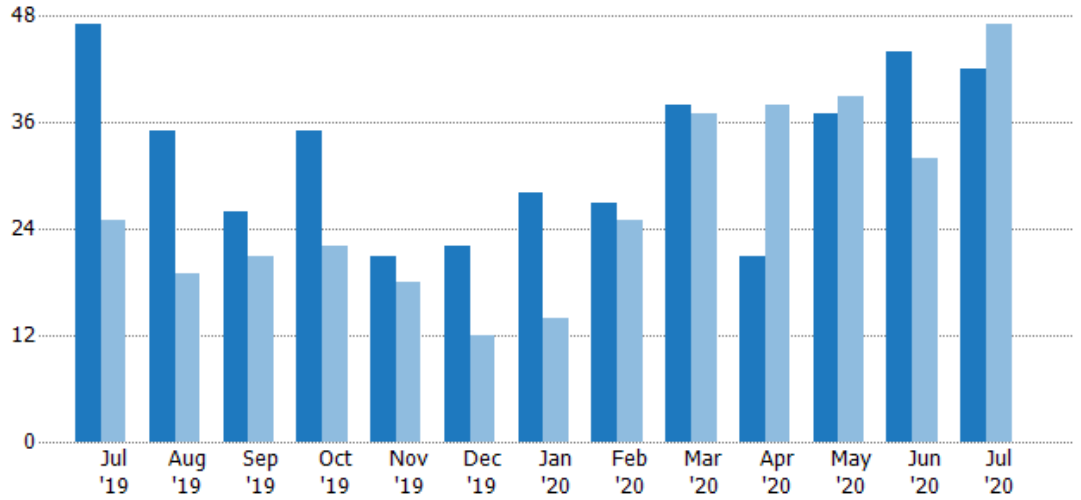
## New Pending Sales

The number of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Count	% Chg.
Jul '20	42	-10.6%
Jul '19	47	88%
Jul '18	25	32%



Current Year	47	35	26	35	21	22	28	27	38	21	37	44	42
Prior Year	25	19	21	22	18	12	14	25	37	38	39	32	47
Percent Change from Prior Year	88%	84%	24%	59%	17%	83%	100%	8%	3%	-45%	-5%	38%	-11%

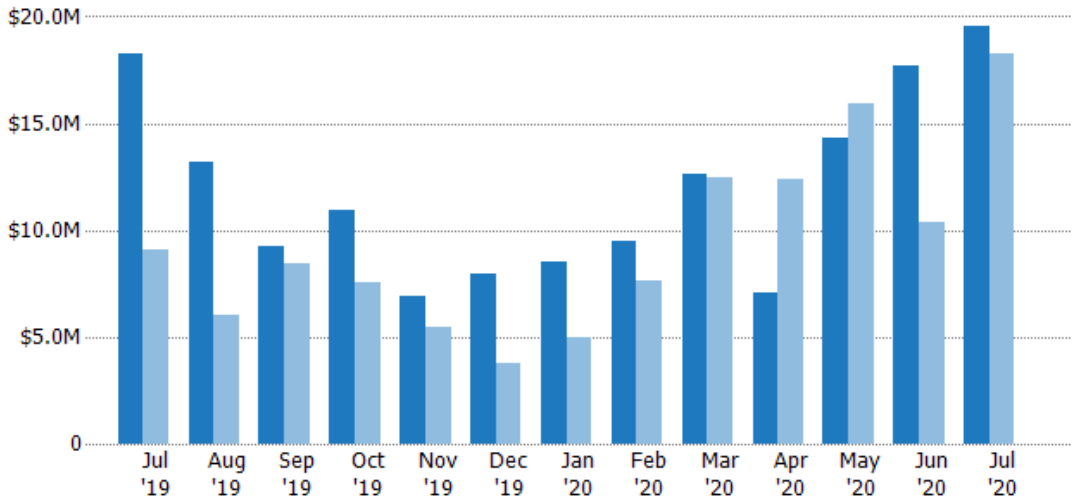
## New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Jul '20	\$19.6M	7.1%
Jul '19	\$18.3M	101.2%
Jul '18	\$9.09M	27%



Current Year	\$18.3M	\$13.2M	\$9.22M	\$10.9M	\$6.94M	\$7.93M	\$8.5M	\$9.52M	\$12.6M	\$7.11M	\$14.3M	\$17.7M	\$19.6M
Prior Year	\$9.09M	\$6.06M	\$8.44M	\$7.57M	\$5.43M	\$3.79M	\$5.01M	\$7.67M	\$12.4M	\$12.4M	\$15.9M	\$10.4M	\$18.3M
Percent Change from Prior Year	101%	118%	9%	44%	28%	110%	70%	24%	2%	-43%	-10%	71%	7%



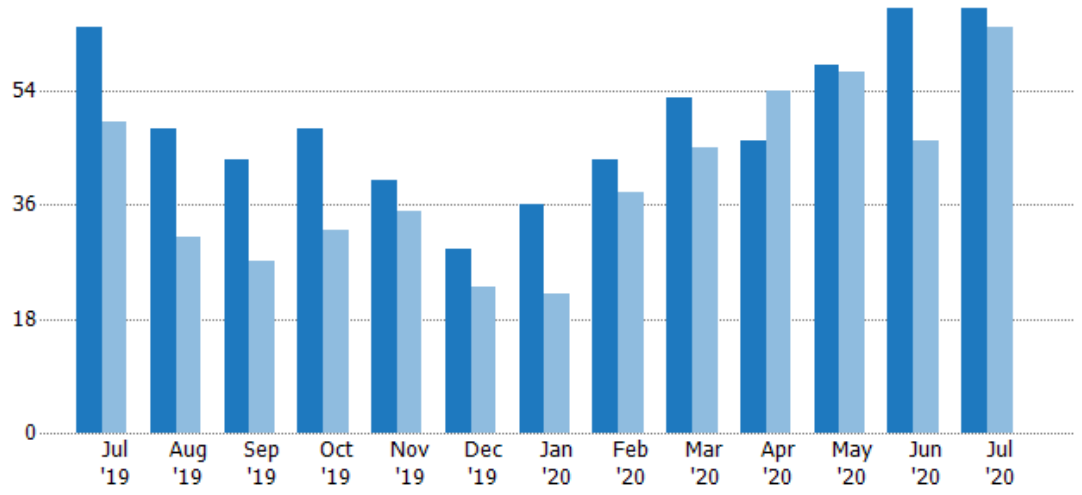
## Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Count	% Chg.
Jul '20	67	4.7%
Jul '19	64	30.6%
Jul '18	49	-2%



Current Year	64	48	43	48	40	29	36	43	53	46	58	67	67
Prior Year	49	31	27	32	35	23	22	38	45	54	57	46	64
Percent Change from Prior Year	31%	55%	59%	50%	14%	26%	64%	13%	18%	-15%	2%	46%	5%

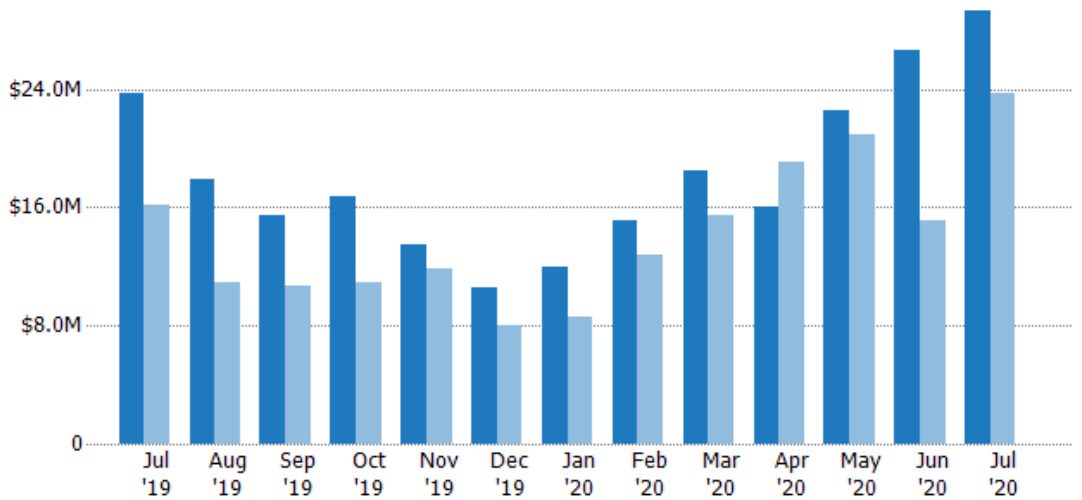
## Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Jul '20	\$29.3M	23.7%
Jul '19	\$23.7M	46.7%
Jul '18	\$16.2M	2.1%



Current Year	\$23.7M	\$18M	\$15.4M	\$16.7M	\$13.5M	\$10.6M	\$12M	\$15.1M	\$18.4M	\$16M	\$22.5M	\$26.7M	\$29.3M
Prior Year	\$16.2M	\$10.9M	\$10.7M	\$11M	\$11.8M	\$8.03M	\$8.54M	\$12.8M	\$15.4M	\$19.1M	\$20.9M	\$15.1M	\$23.7M
Percent Change from Prior Year	47%	64%	44%	52%	14%	31%	41%	18%	19%	-16%	8%	77%	24%

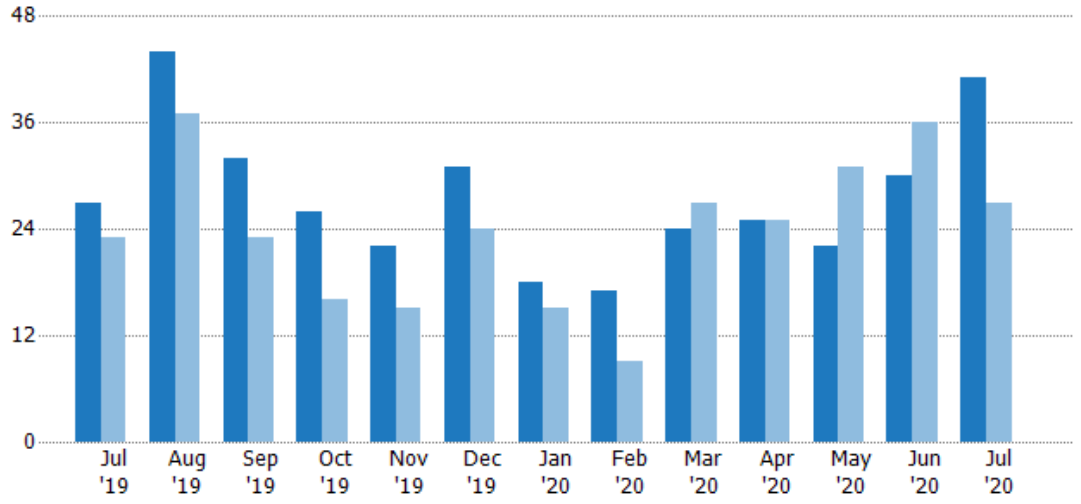
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Count	% Chg.
Jul '20	41	51.9%
Jul '19	27	17.4%
Jul '18	23	39.1%



Current Year	27	44	32	26	22	31	18	17	24	25	22	30	41
Prior Year	23	37	23	16	15	24	15	9	27	25	31	36	27
Percent Change from Prior Year	17%	19%	39%	63%	47%	29%	20%	89%	-11%	0%	-29%	-17%	52%

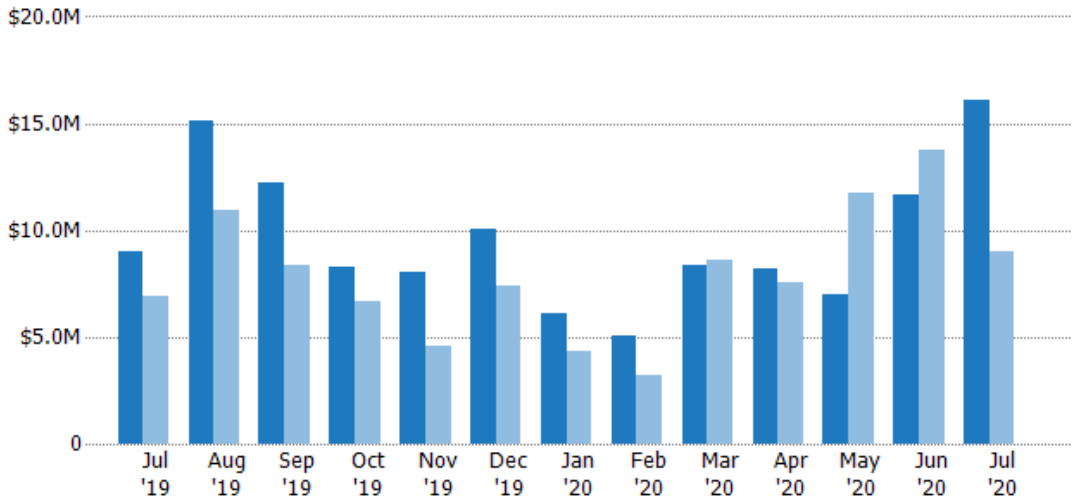
## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Jul '20	\$16.1M	78.4%
Jul '19	\$9.01M	29.9%
Jul '18	\$6.93M	30.9%



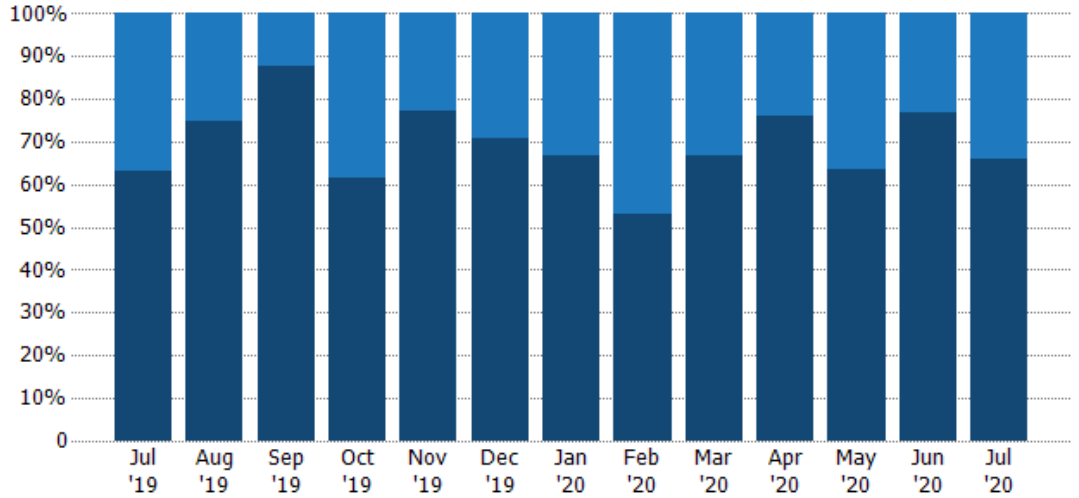
Current Year	\$9.01M	\$15.1M	\$12.2M	\$8.25M	\$8.05M	\$10M	\$6.1M	\$5.06M	\$8.39M	\$8.2M	\$6.96M	\$11.7M	\$16.1M
Prior Year	\$6.93M	\$10.9M	\$8.32M	\$6.66M	\$4.55M	\$7.43M	\$4.37M	\$3.25M	\$8.62M	\$7.56M	\$11.7M	\$13.7M	\$9.01M
Percent Change from Prior Year	30%	38%	47%	24%	77%	35%	40%	56%	-3%	9%	-41%	-15%	78%

## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



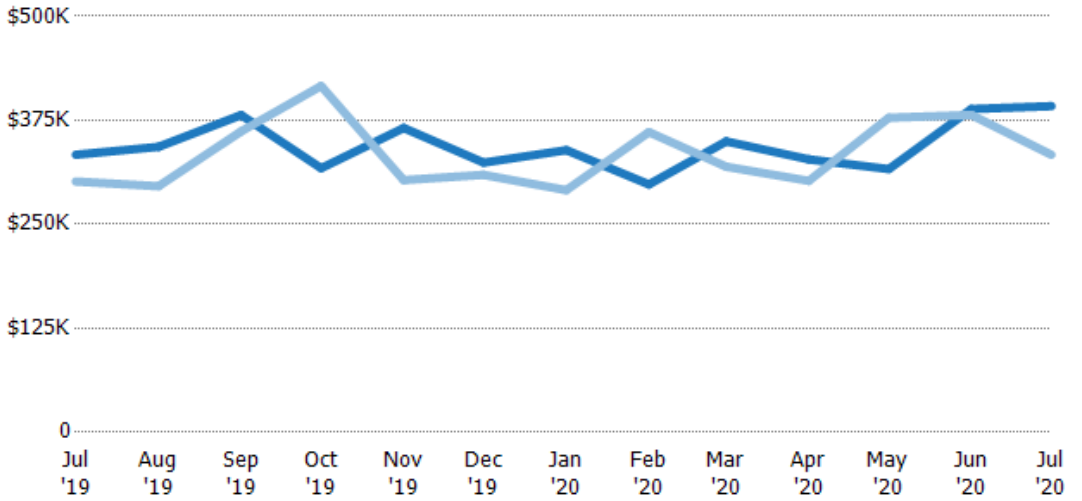
Condo/Townhouse	37%	25%	13%	38%	23%	29%	33%	47%	33%	24%	36%	23%	34%
Single Family Residence	63%	75%	88%	62%	77%	71%	67%	53%	67%	76%	64%	77%	66%

## Average Sales Price

The average sales price of the residential properties sold each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



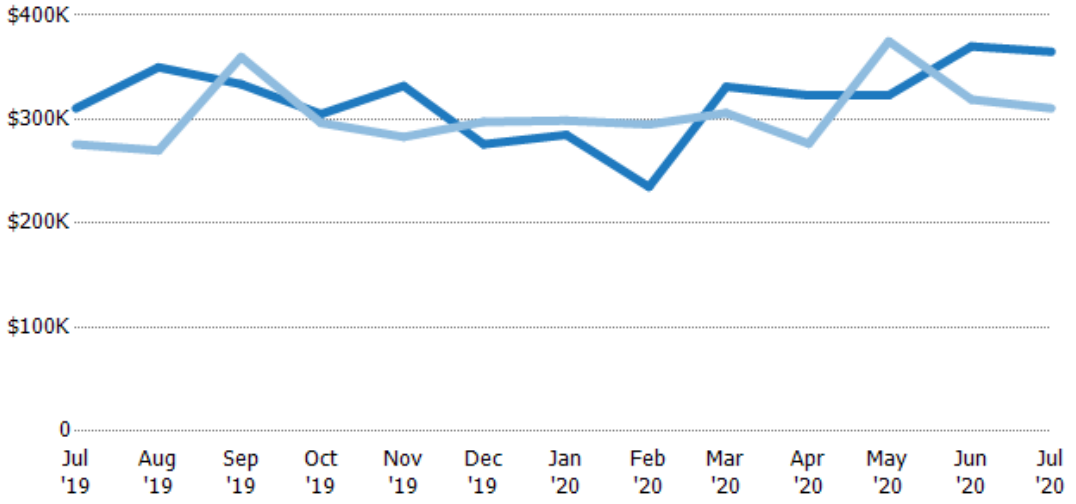
Current Year	\$334K	\$343K	\$381K	\$317K	\$366K	\$324K	\$339K	\$298K	\$350K	\$328K	\$316K	\$389K	\$392K
Prior Year	\$301K	\$296K	\$362K	\$416K	\$303K	\$309K	\$291K	\$361K	\$319K	\$302K	\$378K	\$381K	\$334K
Percent Change from Prior Year	11%	16%	5%	-24%	21%	5%	17%	-17%	10%	9%	-16%	2%	18%

## Median Sales Price

The median sales price of the residential properties sold each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



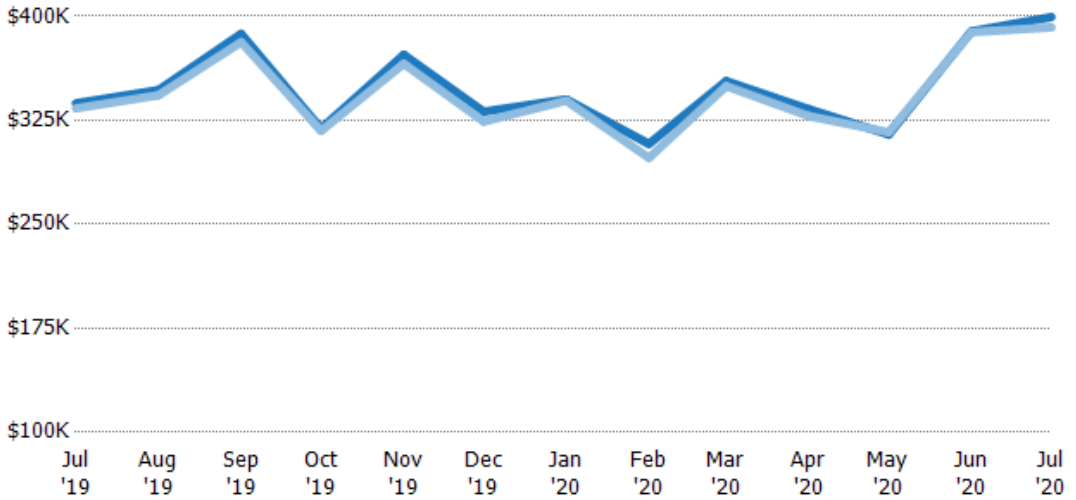
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$311K	\$350K	\$334K	\$305K	\$332K	\$276K	\$285K	\$235K	\$331K	\$323K	\$323K	\$370K	\$365K
Prior Year	\$276K	\$270K	\$360K	\$296K	\$283K	\$298K	\$299K	\$295K	\$306K	\$277K	\$375K	\$319K	\$311K
Percent Change from Prior Year	13%	30%	-7%	3%	17%	-7%	-5%	-20%	8%	17%	-14%	16%	18%

## Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



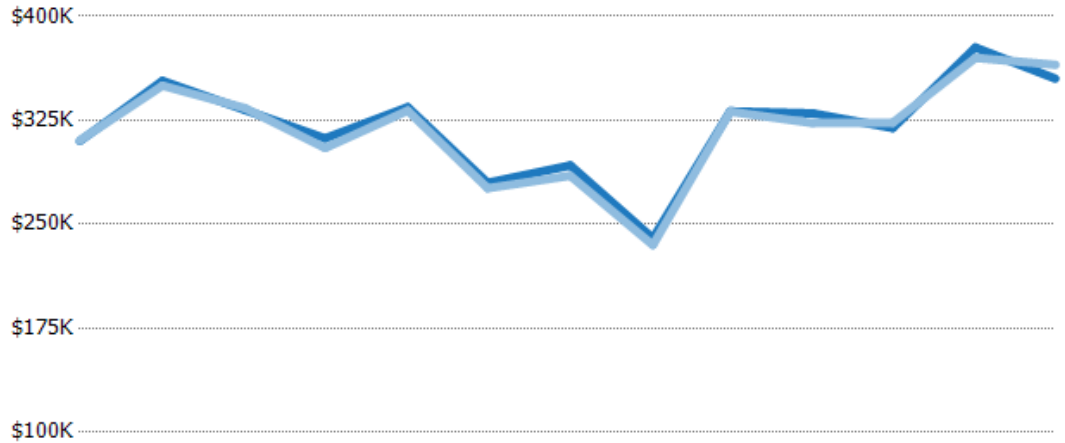
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg List Price	\$337K	\$347K	\$387K	\$319K	\$372K	\$331K	\$340K	\$308K	\$353K	\$333K	\$315K	\$389K	\$399K
Avg Sales Price	\$334K	\$343K	\$381K	\$317K	\$366K	\$324K	\$339K	\$298K	\$350K	\$328K	\$316K	\$389K	\$392K
Avg Sales Price as a % of Avg List Price	99%	99%	98%	99%	98%	98%	100%	97%	99%	99%	101%	100%	98%

## Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



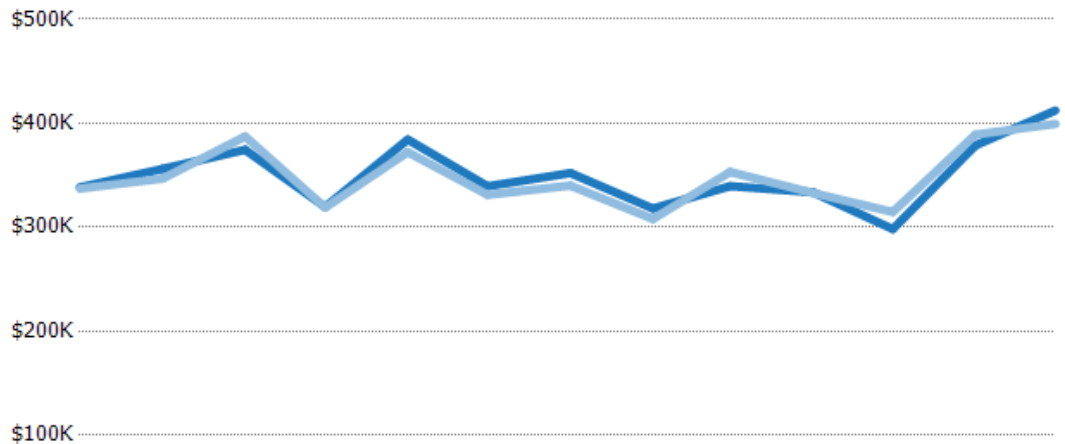
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median List Price	\$310K	\$353K	\$332K	\$312K	\$334K	\$280K	\$292K	\$240K	\$332K	\$330K	\$319K	\$378K	\$355K
Median Sales Price	\$311K	\$350K	\$334K	\$305K	\$332K	\$276K	\$285K	\$235K	\$331K	\$323K	\$323K	\$370K	\$365K
Med Sales Price as a % of Med List Price	100%	99%	100%	98%	99%	99%	97%	98%	100%	98%	101%	98%	103%

## Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



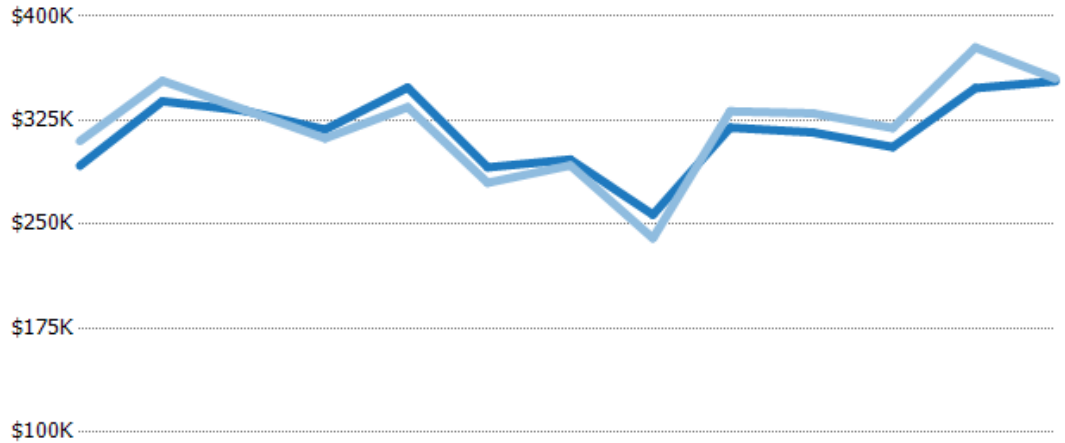
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$338K	\$356K	\$374K	\$320K	\$384K	\$339K	\$352K	\$318K	\$340K	\$334K	\$298K	\$379K	\$412K
Avg Sales Price	\$337K	\$347K	\$387K	\$319K	\$372K	\$331K	\$340K	\$308K	\$353K	\$333K	\$315K	\$389K	\$399K
Avg Sales Price as a % of Avg Est Value	100%	97%	103%	100%	97%	98%	97%	97%	104%	100%	106%	103%	97%

## Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

### Filters Used

ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$292K	\$339K	\$332K	\$318K	\$349K	\$291K	\$297K	\$257K	\$320K	\$316K	\$306K	\$348K	\$353K
Median Sales Price	\$310K	\$353K	\$332K	\$312K	\$334K	\$280K	\$292K	\$240K	\$332K	\$330K	\$319K	\$378K	\$355K
Med Sales Price as a % of Med Est Value	106%	104%	100%	98%	96%	96%	99%	93%	104%	104%	104%	108%	101%

## Sales Activity by Metro Area

Aug 2020

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
Burlington-South Burlington, VT	78	\$32,449,618	42	\$16,004,743	\$381,065	\$327,300	\$242	\$213	5